



U.S. DEPARTMENT OF COMMERCE
International Trade Administration

BISNIS SEARCH FOR PARTNERS

Published by the Business Information Service for the Newly Independent States (BISNIS)

The Business Information Service for the Newly Independent States (BISNIS) is the U.S. government's clearing-house for trade and investment information on the Newly Independent States of the former Soviet Union.

BISNIS publishes **SEARCH FOR PARTNERS** to help U.S. companies find investment opportunities in the expanding markets of the former Soviet Union.

SEARCH FOR PARTNERS is also distributed via bi-weekly email broadcast. A limited selection of these leads are published in this monthly newsletter. Previous email broadcasts are available through the BISNIS home page at www.bisnis.doc.gov. To receive the biweekly report, email BISNIS at isnis@ita.doc.gov or call (202) 482-4655.

These opportunities are provided solely as an informational service and do not represent an endorsement by the U.S. Department of Commerce. Verification of these leads is the responsibility of the reader.

PLEASE NOTE: More information on each company featured in BISNIS Search for Partners is available on the Internet via a LeadLink URL found at the end of each lead. For a full list of **BISNIS Search for Partner** leads, visit our website at www.bisnis.doc.gov/bisnis/searchfpart.cfm.

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ATTENTION READERS!

This is the last issue of this newsletter. Beginning in Nov. 2000, BISNIS will cease publishing the monthly print version of BISNIS *Search for Partners* in favor of the biweekly email version of this publication. If you do not currently receive *Search for Partners* via email and are interested in subscribing, send an email to BISNIS@ita.doc.gov and specify your name, company name, and that you would like to receive the electronic version of SFP.

ARMENIA

Industry: Computer Software & Services/Equipment

Company: FV & G

FV & G was established in 1991 as a private company. It specializes in software development for the financial, banking, and telecommunication sectors. The company employs 40 highly qualified programmers. The company's customer base includes large local banks and private companies. FV & G's sales totaled \$600,000 in 1999.

The company plans to expand its business and is looking for cooperation with U.S. software engineering companies in the areas of joint development, marketing, and software sales. It also wishes to import U.S. equipment, including computer networks for banking systems, enterprises, stock markets, and individual clients. The company can conduct business in English.

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Source: BISNIS representative in Armenia

LeadLink: <http://www.bisnis.doc.gov/bisnis/lead.cfm?461>



Industry: Construction/Tourist Facilities

Company: Narek L.K.

Narek L.K. is a private company established in 1992 in Yerevan. It specializes in providing construction services, which include electrical engineering and construction in the energy sector (installation of high voltage power lines and towers, installation, set up, commissioning transformers and substations, installation of power and control cables); civil engineering and construction (demolition, concrete, brick, and steel, and interior finishing works); and hydro-engineering, including construction of small hydro power stations. Among the company's foreign partners are AK Development (U.S.), Mace International (U.K.), Barry International (Ireland), and SAPTA (Iran).

The company owns an unfinished hotel complex located in one of the most attractive areas of Yerevan. It seeks a U.S. partner/lender to finance the construction of the hotel complex. Twenty-five percent of the project cost has already been infused in the project. Narek is willing to provide additional investment up to 50 percent, and is seeking a U.S. partner or a lender to finance the other half of the project and participate in the management of the hotel complex. Proposed investment for this project is \$1.2 million. A detailed business plan in English is available and can be mailed upon request. The company can conduct business in English.

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Source: BISNIS representative in Armenia

LeadLink: <http://www.bisnis.doc.gov/bisnis/lead.cfm?505>

GEORGIA

Company: Wine House Ltd.

Industry: Food Processing and Packaging-Wine

Wine House Ltd. was established in 1996 and privatized in 1997. It is 100 percent privately owned. The company employs 80 people. The main office and chain of six stores are located in Tbilisi. Other facilities and land are located in Mukhatskaro (20 km from the capital) and Khashuri (140 km from the capital). The company's main activities are in the trade of high quality wine, vodka, and liquor. The company's annual sales are \$770,000. It is seeking a U.S. partner to help establish a full production line from the vineyard to grape processing, bottling, labeling, selling locally and internationally, and opening stores abroad. The company will provide additional facilities and land (if needed), water and energy, a cheap professional labor force, lobbying of the local government, and a chain of fully furnished stores.

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Source: BISNIS representative in Georgia

LeadLink: <http://www.bisnis.doc.gov/bisnis/lead.cfm?563>

MOLDOVA

Industry: Architectural/Construction/Engin. Services

Company: Ceproserving

Established in 1962 and fully privatized in 1995, Ceproserving is a leading Moldovan industrial and civil engineering, project evaluation, and business services company. The company has been contracted to do high-profile work for domestic as well as foreign clients, including three projects for the European Bank for Reconstruction and Development (EBRD). Ceproserving was the key design and engineering services provider to British Halcrow, which supervised the recently completed reconstruction of Moldova's International Airport.

Ceproserving employs 78 people, the majority of which are highly qualified engineering specialists. Its 1999 annual sales amounted to \$200,000. The company also owns computer-aided design (CAD) systems and uses licensed design software packages. It is licensed in Moldova to carry out various kinds of work, including engineering surveys and real estate valuation, as well as project design in telecommunications, water supply and sewerage, gas supply, heating and air conditioning, and architecture. The company can prepare technical project documentation in English. Ninety percent of sales are made domestically.

The Moldovan company is considering partnering with a specialized U.S. firm to provide engineering and other services to foreign and local investors to expand its operations in Moldova and worldwide. The U.S. partner is expected to provide the latest CAD systems, specialized management skills and hardware (if required by a project). The Moldovan company is able to conduct business in English.

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Source: BISNIS representative in Moldova

LeadLink, <http://www.bisnis.doc.gov/bisnis/lead.cfm?486>

KEMEROVO, RUSSIA

Industry: Telecommunications Services

Company: KTS Holding

KTS (KuzbassTechnoSport) Holding was established in 1999. The company specializes in the following services: providing telecommunications services (70 percent of the company's business); telecommunication equipment sales, installation, and adjustment (15 percent); providing maintenance services (5 percent); TV and radio broadcasting (9 percent); and publishing (1 percent). The company includes the Kuzbasskaya Sotovaya Svyaz cellular communications provider and the KuzbassTechnoSport mobile radio communications provider. Both companies are leaders in the local market.

The company employs 250 people, and its annual sales total US\$8 million. The company's client list includes the largest metallurgical, coal mining, and chemical enterprises located in the region, the local government, and "05" service (similar to "911" in the United States). The company has 5 years of international business experience with Motorola, Nokia, and Ericsson.

The company seeks a U.S. partner to develop a TETRA standard digital mobile radio communication system in the Kemerovo region to provide the widest range of high-quality telecommunications services. The system, focused mostly on corporate clients, would be very efficient and profitable in such a highly developed industrial (10 percent annual growth of GDP) and urbanized (90 percent of the population is urban) region. Currently, the customer base is estimated to be 25,500 people. The investment amount required is \$20 million. The company will contribute \$4 million to the project. A business plan in English is available.

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Source: BISNIS representative in Novosibirsk

LeadLink, <http://www.bisnis.doc.gov/bisnis/lead.cfm?545>

KHABAROVSK KRAI, RUSSIA

Industry: Construction Materials

Company: EXPO-Trade

EXPO-Trade is a limited liability company established in 1998 as a subsidiary of Expo JSC. Expo-Trade is engaged in design and production of technological equipment, including hydraulic presses and wood-processing equipment. It is also a distributor of machines for pouring petroleum products produced by Expo JSC and of road construction and wood-processing machines produced by Japanese and American companies. Its other major activity is development and organization of wood-processing production.

The company works in the local (40 percent), regional (40 percent) and federal (20 percent) markets. Its major clients are state agencies (10 percent) and private businesses (90 percent). Its sales in 1999 were \$500,000. The company's management is highly skilled. Its director was trained in Italy in 1998 and went through business training held in the United States in 1999 through the SABIT program. The company's marketing director was trained for business planning in Anchorage, Alaska, in 2000.

The company seeks a foreign partner to establish production of various wood products, including windows, doors, beams, and pasteboards, for sale on both domestic and foreign markets. It seeks an investment and assistance marketing the product in the Pacific Rim market. The business plan for the project won first place at a competition held in Khabarovsk Krai in 1999. The European Bank for Reconstruction and Development (EBRD) is ready to invest up to \$1 million for project implementation if a foreign partner is found. The company can communicate in English.

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Source: BISNIS representative in Khabarovsk

LeadLink, <http://www.bisnis.doc.gov/bisnis/lead.cfm?537>



Industry: Biotechnology

Company: Biolec

Biolec is a limited liability company established in 1997. It currently employs eight people and owns a two-story building located in central Komsomolsk, a major industrial center in Khabarovsk Krai. Biolec is the only enterprise in the Russian Far East specializing in natural pesticides. The company produces such biological pesticides of fungoid origin as trichoderma lignorum, verticillium lecaii, beauveria bassiana, and others. Biolec has developed technology for the production of useful insects and has the technical documentation on equipment needed for such production.

The company's specialists have 20 years of experience working in the area and have previously organized the pro-

duction of biological pesticides in Uzbekistan, Ukraine, and Greece, and lectured on this topic in Poland, Bulgaria, Costa Rica and Nicaragua. Biolec's specialists have attended several business seminars at the American Russian Education Center in Khabarovsk.

In 1999, Biolec received a grant from the American Institute for Sustainable Communities for the implementation of a project to increase production of trichodermin lignorum to over five tons per month. The project was recognized as one of the most successful in the region. Biolec enjoys special support from the Administrations of Komsomolsk-on-Amur and Khabarovsk; it is also a participant in the Krai TECHNOECOPOLICE KAC program.

Biolec plans to develop industrial production of useful insects with the approximate capacity of 100,000 insects per day. It is possible to organize production of a useful insect that fights one specific vermin (like phitoseilius) or a useful insect like chryopa carnea, which destroys more than 125 vermin. Biolec seeks a U.S. partner to establish a joint venture to produce useful insects. It will provide technology for the production of useful insects, technical documentation for equipment developed by Biolec's specialists, and its specialists and facilities to establish a training and technical laboratory. Biolec seeks new technologies, management and training knowledge, and an investment of \$100,000. A business plan in Russian is available upon request. The company can conduct business in English.

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Source: BISNIS representative in Khabarovsk

LeadLink: <http://www.bisnis.doc.gov/bisnis/lead.cfm?507>

NIZHNY NOVGOROD, RUSSIA

Industry: Employment Services

Company: Megapolis

Megapolis was set up in 1996. It has nine people on the staff. The company offers recruiting services to local and Western companies. It has work experience with such multinational companies as Cadbury, Johnson & Johnson, Sony, Lear Corporation, and Nestle.

Megapolis is seeking a U.S. partner to implement recruiting/labor market projects and provide staffing solutions for domestic and multinational companies. The Russian company can conduct business in English.

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Source: BISNIS representative in Nizhny Novgorod

LeadLink: <http://www.bisnis.doc.gov/bisnis/lead.cfm?516>

SAMARA, RUSSIA

Industry: Travel/Tourism and Education

Company: Zakhar-Tour

Zakhar-Tour joint-stock company was established in 1997. Currently, the main activity of the firm is the organization of hunting and fishing in the Samara region for foreign tourists. The competitive advantages of the company include the exclusiveness of the offered services (Zakhar-Tour is the only operator in this sphere of tourism); the sound experience in the local tourism market; and its flexible and open-minded management and highly qualified staff (Irina Lyakhovskaia, the director, received training in the United States through the U.S. Department of Commerce's SABIT program)

Regional market description: The company has observed high demand from the different groups of Russian clients for studying English language in English-speaking countries. This demand is caused by the recent developments in international business relations between local and foreign companies. The potential clientele include businesspeople, students of business schools, and retired people with significant savings.

Proposal: (1) Zakhar-Tour company is looking for American universities and colleges interested in partnership for the development of exchanging short-term tours (1-2 months) for studying English and Russian languages. (2) Zakhar-Tour also would like to establish partnerships with organizations having contacts with U.S. companies and industrial enterprises to organize trainees' internships for Russian students and postgraduates.

The company's contributions to the project would be to organize groups of students from Russia, and receive foreign students in the Samara region.

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Source: BISNIS representative in Samara

LeadLink: <http://www.bisnis.doc.gov/bisnis/lead.cfm?521>



Industry: Computer Software and Services

Company: Sensors, Modules, Systems, Ltd.

Sensors, Modules, Systems, Ltd. (SMS) was founded in 1991 by a group of specialists with long experience in the field of industrial automation and scientific research. The company is focused on systems integration, and development and delivery of software and hardware for industrial automation. The company's activities are delivery of software and hardware for industrial automation (80 percent) and design of equipment and software development for industrial automation (20 percent).

SMS's customers include local companies (60 percent)

and federal enterprises with different types of ownership (10 percent). Among SMS's customers are the Volga Hydraulic Power Station, YUKOS Oil Company, Nestle Corp., and International Airport Samara. The company has dealership/distributorship contracts with Oracle Inc., Fisher-Rosemount, PEP Modular Computers, Siemens A&D AS, and Systeme Lauer GmbH. In April 2000, Siemens A&D AS assigned to SMS Ltd. the official status of WinCC Competence Center, thus confirming the high proficiency of the company's employees. The status gives the right to design and implement industrial automation systems based on Siemens software and hardware, to provide technical support, and to train specialists with confirmation of Siemens official certificates. The status allows the company to develop and sell additional options for the Siemens software.

SMS Ltd is interested in cooperation with U.S. software engineering companies specializing in Win32, WEB, DBMS, and OS9/9000 applications, and development of HMI based on SCADA-systems, and PLCs Programming.

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<http://www.sms-samara.ru> (for Russian speakers)
<http://www.industrialauto.ru/Company/SMS/> (for English speakers)

Source: BISNIS representative in Samara

LeadLink: <http://www.bisnis.doc.gov/bisnis/lead.cfm?449>

SMOLENSK, RUSSIA

Industry: Oil and Gas Equipment (Pipelines)

Company: Avangard (Smolensk)

Avangard is a state-owned plant that was established in 1961 and is located in Smolensk Oblast, central Russia. Avangard produces pipes of up to 4 meters in diameter that are made of fiberglass, composite materials, plastics, and rubber. Avangard also produces epoxy and carbamide resins. The company's major customers are large, state-owned industrial companies located in central Russia and in other Russian regions. Private companies and retail stores constitute the remainder of the company's customers.

Avangard is one of the oldest and leading large production plants in Smolensk, with a developed engineering infrastructure that includes railroad and auto roads on its territory. Avangard is interested in obtaining U.S. equipment to start a new line of production and participate in a joint-venture project. Avangard will provide its valuable facilities and is interested in producing pipes made of composed materials for the oil and gas industry (high pressure pipelines, pumping rods, etc). It is interested in leasing the necessary equipment. Partial financing of the project can be discussed during negotiations. The proposed investment for the project is \$5 million, with an anticipated payback period of 3 years.

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Source: BISNIS representative in Moscow

LeadLink: <http://www.bisnis.doc.gov/bisnis/lead.cfm?494>

ST. PETERSBURG, RUSSIA

Industry: IT Consulting/Software Development

Company: Soft Nav (St. Petersburg)

Soft Nav is a leading software development company in St. Petersburg. Founded in 1997, the company has a staff of over 20 employees. The company specializes in systems engineering for satellite navigation; system and design development of GPS, GLONASS, EGNOS; and Galileo systems. The vast majority of the company's clients are European and Scandinavian firms (mostly avionics and space companies.)

Soft Nav is interested in working together with U.S. firms to provide software and system development, and provide maintenance of computer equipment.

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Source: BISNIS representative in St. Petersburg

LeadLink: <http://www.bisnis.doc.gov/bisnis/lead.cfm?485>

TOMSK, RUSSIA

Industry: Water and Wastewater Treatment

Company: ROSA Ltd.

ROSA Ltd. was established in 1998. The company specializes in sales of water and wastewater treatment equipment designed for enterprises, offices, and homes. The company has annual sales totalling \$70,000. It has experience selling equipment produced by foreign companies, such as Honeywell and CWG (Germany).

The company seeks a distributorship agreement with a U.S. firm to sell water and wastewater treatment equipment.

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Source: BISNIS representative in Novosibirsk

LeadLink: <http://www.bisnis.doc.gov/bisnis/lead.cfm?530>

YEKATERINBURG, RUSSIA

Industry: Advertising Services

Company: Shop, Restaurant, Hotel Magazine

The magazine *Shop, Restaurant, Hotel* was set up and registered in spring 2000. The magazine is a monthly publication specializing in trade and services, with a distribution list of over 2,000 companies in Yekaterinburg. It is an A4

format, full-color magazine with only 40 percent advertising. It is gaining in popularity and is distributed among managers of shops, hotels, and restaurants, and local officials. The magazine *Shop, Restaurant, Hotel* seeks long-term relationship with U.S. companies and U.S. magazines interested in promoting their products and services in the Urals.

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Source: BISNIS representative in Yekaterinburg

LeadLink: <http://www.bisnis.doc.gov/bisnis/lead.cfm?527>

VLADIVOSTOK, RUSSIA

Industry: Agricultural Chemicals

Company: Artyombiotekh

Artyombiotekh is a small private company established in 1995 and employing 12 people. The company manufactures liquid natural organic fertilizer by processing turf and chicken excrement. A biofermentation process, based on U.S. technology, is used. The company produces 3,500-4,000 tons annually and sells to local and regional farmers. Production is seasonal (from February to August) due to seasonal agribusiness activity in the region. Production can become year-round, if stable exporting to China can be arranged. Expected profitability is 170 percent. The company is located on a poultry farm. The following types of cooperation with U.S. companies are being sought:

1. Financing. The company needs \$50,000 to increase production up to 9,000 tons per year and purchase lifting and packing equipment, plastic bags with the company's logo, and raw materials. The company is applying for an Ecolinks grant, but is also considering other sources of finance. [Note: Ecolinks is a U.S. Agency for International Development (USAID) program. For more information, visit www.ecolinks.org.] Payback period is 1 year without export to China and shorter if export to China is arranged.

2. Packaging technologies. The company manufactures semi-liquid (mud consistency) fertilizer and experiences difficulties with packaging the end-product. The company seeks U.S. suppliers of special equipment to do this.

3. Exporting to China. Production can be increased significantly if export to China can be arranged. A U.S. company that is able to organize stable exports to China and/or South Korea is sought. The U.S. partner will have to set up a small microbiological laboratory.

Communication in English is possible. A business plan is being prepared in Russian.

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Source: BISNIS representative in Vladivostok

LeadLink: <http://www.bisnis.doc.gov/bisnis/lead.cfm?428>



Industry: Packaging Equipment (Recycling)

Company: Plastik DV

Established in 1999, Plastik DV manufactures HDPE and LDPE film and polyethylene (PE) packing materials for regional fishing and food processing companies. Annual sales of the company are \$500,000-650,000. The company needs to recycle up to 1,000 kilograms of PE wastes monthly and seeks up-to-date equipment for this purpose.

Before purchase, the company wants to visit a U.S. company (manufacturer or distributor) able to show such equipment at work, either through the Ecolinks or SABIT programs. Currently, Plastik DV is applying for an Ecolinks grant to visit a U.S. company. The company also wants to see modern BOPP film manufacturing equipment.

[References: Ecolinks is a U.S. Agency for International Development (USAID) program. For more information, visit www.ecolinks.org. SABIT (Special American Business Internship Training) is a U.S. Department of Commerce program, visit <http://www.mac.doc.gov/sabit/sabit.html>]

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Source: BISNIS representative in Vladivostok

LeadLink: <http://www.bisnis.doc.gov/bisnis/lead.cfm?528>

YUZHNO-SAKHALINSK, RUSSIA

Industry: Construction-residential

Company: Mebel (Sakhalin Island)

Construction company Mebel was established in 1989 and currently employs 48 people. It owns an office in Yuzhno-Sakhalinsk and manufacturing facilities in an industrial zone, as well as having available a railway dead-end for loading and a crane. Mebel is engaged in sawmilling activities, using the lumber for construction of individual cottages and other housing and for export to Japan and South Korea. Spruce and other types of trees are being used for lumber manufacturing. Mebel has its own wood kiln that allows the company to make lumber of good quality. Mebel also does general construction work not connected with lumber housing.

The company has installed a number of cottages in South Korea. The estimated cost of one square meter of such housing (10.7 square feet) is US\$400. Mebel participated in a tender to build housing at Zema, a local village for expatriate oilfield workers. One- and two-story housing will be a priority in local construction (because of the seismic situation in the region).

Mebel is looking for a partner and investor to jointly do business on Sakhalin. The company's facilities need certain renovation but Mebel, due to its small scope of work, it cannot draw away funds for renovation of facilities and most of

the machinery. The company therefore wants to share its business with a potential investor.

Potential targets for sales of the end product include the local population, housing for individuals, and the export of housing. A feasibility study is available. Several photographs of the company's facilities and housing installed in Korea are available from BISNIS Sakhalin upon request.

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Source: BISNIS representative in Yuzhno-Sakhalinsk. In case of difficulty in contacting the company, you are welcome to send your information via the BISNIS representative at bisnisYS@fraec.org, satellite fax +7 (509) 95 1540 (accessible through Sprint).

LeadLink, <http://www.bisnis.doc.gov/bisnis/lead.cfm?512>

UKRAINE

Industry: Chemicals/Automotive

Company: PlazmoTehnika

PlazmoTehnika was established in 1990. The company specializes in the manufacturing of spark plugs and their parts, and car batteries. The company has a 1,800 square meter, fully equipped industrial facility. Its annual sales totaled \$100,000 in 1999. The company has 9 years of international business experience in exporting spark plugs and their parts to Russia and Israel. The company plans to expand its business to include the processing of used car batteries.

The company seeks a U.S. lessor of equipment for the processing of old car batteries (extracting chemical elements from them). The company is also interested in distribution of U.S.-made spark plugs and new car batteries.

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Interested companies may also contact: Larry Good
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Source: BISNIS Russian-language Website

LeadLink, <http://www.bisnis.doc.gov/bisnis/lead.cfm?406>

UZBEKISTAN

Industry: Chemicals/Consumer Goods (detergents)

Company: Sharq-Kaola

The Uzbek-Hungarian joint venture Sharq-Kaola was established in 1997. The company produces detergents and soaps. The company is one of only two factories in Uzbekistan involved in the production of these products. Currently, the company is looking for an American partner to further expand production of detergents.

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Source: BISNIS representative in Uzbekistan

LeadLink, <http://www.bisnis.doc.gov/bisnis/lead.cfm?533>



Industry: Construction/Tourist Facilities

Company: Private Company Elbek

Elbek has a diverse scope of activities including truck shipment of ore, auto service, and hotel management. It is currently operating a 16-floor hotel with 300 rooms, called Tourist-Sayokh (Elbek), in the ancient museum city of Samarkand. In addition, the company owns several restaurants in town, retail shops, and a swimming pool. The city is a major tourist attraction the Silk Road. The hotel is 100-percent privately owned, and has two restaurants that accommodate 300 persons, a night bar for 120 persons, a swimming pool, and a parking area. The hotel needs to be renovated according to modern standards.

Elbek is seeking cooperation with American companies to establish a joint venture for hotel management. The local company needs financing for renovation of the hotel and American expertise in hotel management.

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Source: BISNIS representative in Uzbekistan

LeadLink, <http://www.bisnis.doc.gov/bisnis/lead.cfm?551>

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202-482-2293 (fax)

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NOTICE

BISNIS is pleased to gather and disseminate to U.S. companies promising ***Search for Partners*** leads from the NIS. Companies that wish to pursue these leads should directly contact the NIS company via the contact information listed.

BISNIS makes every effort to obtain valid contact information, but making contact with companies in many regions of the NIS can be difficult. Telephone calls to NIS companies may be hampered by the limited number of international and local lines in the NIS. Therefore, persistence is the key to contacting them via telephone. Additionally, not all NIS companies have fax machines that operate 24 hours a day. Sometimes several attempts may be necessary before a connection can be made. If you are having trouble reaching a company, try phoning/faxing at different times of the day, including during regular work hours (often 9a.m. to 6p.m.) in the region you are trying to contact.

Note: Although BISNIS representatives in the NIS occasionally provide last-resort assistance in contacting local companies listed in leads, BISNIS representatives in the NIS do not provide additional market information in response to direct inquiries from U.S. companies, assist with negotiations, or conduct due diligence on local companies.

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